

## **Historic, Archive Document**

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THE  
JOBBER

THE  
RETAILER

THE  
AGENT

Four Profit Route Three Packings  
Dangerous Delays

## Trees Grow by the Short Route

One Profit Route  
One Packing

FRESH TO PLANTER



PLANTERS' NURSERY



THE PLANTER

# PLANTERS NURSERY CO.

CHANGED FROM THE DYER BATES CO.

The letters from our customers suggested this change. Just Growers and Planters. No use for the extra Jobber, Retailer or Agent. Besides it not only saves three profits but expense of three packings and trees drying out. Read these letters and look how fresh the trees arrived. So we thought the name Planters Nursery Co., would make it plainer that we grow trees by the million for the planters.

### Low Prices

You can see from the letters that lots of people were afraid they were too cheap to be good. But when they got the trees, both them and their neighbors said they were the best trees they ever saw. Of course they will please every planter. You see they are the same high class trees that jobbers have bought of us for years. Just a new way of selling. We make money because we grow them by the million.

### The Difference Between Planters Nursery Co., and Others

We grow Trees by The Million and Sell Straight to The Planter. This way we can guarantee them satisfactory to you, or your money back. You can get trees true to name and fresh so they grow. The old way we could not tell what the jobbers, retailers or agents done after they left us.

The jobber cannot sell to you because the retailers would boycott him. So you had just two ways to buy of the agent or of the mail order retailers who advertised, "Buy Trees of Me at Wholesale Price and Save Agents 40 per cent Commission."

Now wholesale prices are the prices the growers make to the jobbers, who buy carloads and sometimes train loads. Its not reasonable, not even honest to try to make people think they buy trees this way at wholesale.

### The Facts

We do not claim to sell trees at wholesale prices, but we can sell them straight to the planters and make money, and cut out all the old plan. Of course, the other nurseries are fighting the new way. Remember we have grown trees by the million for more than twenty years. We started this new way last spring.

### Notice to Our Customers

This circular goes to every customer shipped to last spring. Won't you send us a card or a letter telling how your trees are growing. Now we do not have a single dissatisfied customer that we know of and with our guarantee it is his own fault if he is not satisfied. We do not know how to make a more fair guarantee. But here is our special offer. Now after you have had the trees all summer, if you are not perfectly satisfied report to us and we will still make it satisfactory to you.

WON'T EVERY ONE OF YOU WRITE US A LINE?  
YOU CAN HELP THE NEW WAY

# LETTERS TELLING ABOUT THE NEW WAY

## **MAKES REGULAR CUSTOMERS.**

Received the trees all right and was sure in fine condition. I am more than pleased with them. I want another order this fall.

When ever we want any nursery stock we sure will always buy from you. I sure saved money on my trees and were the nicest roots on trees I ever saw. G. A. Williams, Meeker, Okla.

## **BEATS FIVE OLD WAY NURSERIES.**

The trees arrived in good shape. I had to open the box to show the people the trees before I left town. They all thought I would be stung ordering trees by mail order but they all left and said I had as good trees as ever shipped in. My neighbors come to see them and they were all satisfied.

I have ordered from five other nurseries but yours is doing better than any of the others. I am proud the way they are growing. When I need trees I will order from you and my neighbors will. P. I. Nelson, Assaria, Kansas.

## **WILL ORDER AGAIN.**

In reply to yours of the 6th inst., in regard to the trees I ordered from you. Will say I have received them all O. K. and have them set out. They all looked like good healthy trees and I am well satisfied with them. When I am in need of trees will send you an order. R. D. Lawrence, Sand Creek, Oklahoma.

## **THE SHORT ROUTE DID IT.**

I was pleased with the trees received from you. The trees and grape vines were of good quality and the prices for same were reasonable. The agents commission was certainly cut out. W. N. Oles, Cottonwood Falls, Kansas.

## **MAKES CUSTOMERS OF NEIGHBORS.**

I saw the trees that you sent to my neighbor and they looked so good to me that I wish you to send me 3,000 Speciosa Catalpa for the \$10.50 enclosed. Carl Schroeder, Olpe, Kansas.

## **WELL PACKED.**

I received your letter of April 3rd wanting me to let you know how I like them. I have just received the trees today. Have been a long time on the road, but they are fine trees. Am well satisfied with them. H. S. Cusick, Wayside, Kansas.

## **NEW WAY INSURES RESULTS.**

Your trees arrived in fine shape. Never had trees shipped to me in finer shape than those you shipped to me. Am well pleased with them. They are a nice lot of trees and vines. When I want more trees I will send to you for them. W. H. Wright, Kingman, Kansas.

## **YES TELL YOUR NEIGHBORS.**

In reply to yours will say the trees and shrubs received in good condition and are growing fine. Am greatly pleased with your goods and will remember you in the future. You look good to us and we will do all we can with our neighbors to interest them in your favor. Wishing you every success. I am, G. W. Hall, Springdale, Ark.

## **SURPRISED WITH QUALITY AND PRICE.**

The trees received in good condition. Never saw nicer trees with better roots and so cheap. Am more than pleased and will certainly recommend them to any one wanting trees. Would like to order some of the fruit trees on the special price list you enclosed, but planting any kind of a tree in this part of Oklahoma is an experiment. But believe me should I decide on more trees you will get the order. Think I would like fall planting best here. J. J. Riley, Gotebo, Oklahoma.

## **PLANTER'S TREES GROW FIRST TIME.**

The fruit trees I ordered from you arrived O. K. and on time. They sure look like good stock. I have been losing all the cherry trees that I have put out for several years. I think the trouble was the trees were 2 or 3 years old. Of course you understand the trees that I have lost did not come from you people; the trees that you sent me are all alive and growing. F. V. Bishop, Superior, Nebraska.

## **SEND SECOND ORDER.**

Allow me to thank you for the way you filled my order for shrubs and trees. Everything was so fresh and had such strong root system that they will grow "right off the bat." Am sending you another order. H. W. Sturtevant, Delavan, Wisc.

## **ALL ALIVE. LIKE THE NEW WAY.**

The trees were certainly fine and all are alive and they had such fresh and fine roots and tops too. Will send you another order this fall.

I think your plan is the right plan for the man that wants good trees and at a price that all can have some.

I expect to put out quite a lot of grape vines this fall. Wishing you every success with your fair treatment and straight business method. J. H. McKivergan, McAlester, Oklahoma.

## **SO GOOD CAN HARDLY KEEP FROM ORDERING MORE.**

Your trees were far better than I expected to get. We got some trees of an agent about the time yours came. We paid twenty-seven cents apiece for peach trees like you sell for seven cents. I am telling my neighbors where to get cheap and good trees.

If I were going to plant my whole farm in trees I would send to you for them. Don't write to me any more for I might order some more. J. N. Lamb, Fredonia, Kansas.

## **BETTER ROOTS THAN OTHERS.**

Your trees arrived in good shape, every one looked as if it would be sure to grow. I am much pleased with them as they have better roots than any we have got from local nurseries. Have them all set where they are to grow and look for good results, will speak a good word for you at any time. Yours with satisfaction, F. F. Ellerbeck, Princeton, Kansas.

## **NOT A DEAD TREE, COST LESS THAN HALF.**

Yours received and will say that the trees I received of you are satisfactory, just fine. They all are growing every one of them. Will recommend you to any one wanting trees and the cost is hardly half what agents charge and better stock. Yours resp't. H. G. Loveland, Morganville, Kansas.

P. S. Will send you another order this fall or next spring.

## **NOT STUNG, JUST THE WRONG WAY.**

I received the trees I ordered of you and they are all O. K. A man is a sucker to buy of these agents that run around the country. Your trees are better and cheaper than from these traveling agents. Even if they do replace at half price for all that die. I have been stung several times myself. No more for me. F. E. Johnson, Assaria, Kansas.

## **SECOND ORDER SHOWS VALUE OF SHORT ROUTE.**

I am just in receipt of your second shipment of fruit trees, vines and shrubs you shipped to me this spring and I must say they are as fresh and fine as could be wished for. Your plan of from the grower to the planter is a good plan and you have my appreciation and best wishes G. H. Bowman, Coffeyville, Kansas.

## **USES EXCLAMATION POINTS TO DESCRIBE PLANTERS NURSERY WAY.**

You asked me how I like my trees: Well! Well! how do I like my trees? I've set lots of trees before but these are the best I ever set. I received the trees at the depot and I told the agent it was a little more money than I expected to pay and I would look at them. So I just tore a little rent in the paper cover, looked in, told him I would take them. He said there might be more trees than I sent for, I told him there was no danger. Did not find the difference until I got home and I was the proudest mortal you ever saw. The pear trees were very fine and every tree looked like it would grow. I am very thankful to you. After this if I want trees I will send to you for them. B. D. Wallace, Cheney, Kansas.

**PLANTERS NURSERY WAY WILL RUIN OUR BUSINESS IF NOT STOPPED  
SAYS AN OLD LINE NURSERYMAN.**



WILL IT STOP? 8000 MAILING LIST FIRST THREE MONTHS SAYS NO! HELP  
PLANTERS COMPANY WIN. PUT DOLLARS IN GROWERS POCKET.

## Apple

What I mean by first class apple is, that they are clean, thrifty, healthy trees. Every shipment sent under certificate of Inspection by State Entomologist. Of course a two or three foot, two year tree is not as good as a one year tree of the same size. A yearling calf that weighs six hundred pounds is better than a two year of the same weight. But we won't send cull trees of any size. We could not hold your trade that way. Selling straight to you enables us to make these prices on the best trees that grow.

### One Profit Prices

	Each	10	100	1000
One year, 2 to 3 feet.....	10c	\$ .80	\$ 6.00	\$ 50.00
One year, 3 to 4 feet.....	15c	1.30	10.00	80.00
One year, 4 to 5 feet.....	20c	1.70	12.00	100.00
Two year, 2 to 3 feet.....	8c	.60	5.00	40.00
Two year, 3 to 4 feet.....	10c	.80	6.00	50.00
Two year, 4 to 5 feet.....	12c	1.00	9.00	80.00
Two year, 5 to 6 feet.....	15c	1.30	12.00	100.00

### Apple—Summer and Fall Varieties

I am just writing these varieties down in order as they ripen. I think that will be plainer.

**\*YELLOW TRANSPARENT.** Light transparent yellow, earliest of all; bears young.

**\*EARLY HARVEST.** Light yellow, flat shaped, old favorite summer apple.

**\*RED JUNE.** Solid bright red, white flesh, fine cooking apple.

**\*SWEET JUNE.** Deep rich yellow, sweet apple, flat shaped.

**\*DUCHESS OF OLDENBURG.** Large flat shape, red striped, white meated, fine for cooking.

**\*COOPER'S EARLY WHITE.** Large round shape, straw color yellow, fine for mid summer. Bears young.

**\*MAIDEN BLUSH.** Light yellow, blushed cheek, tart, well known variety.

**\*WEALTHY.** Round, a little oblong, red striped, white meat, bears young.

**\*RAMBO.** Green, dull red stripes, old well known variety.

**\*PENNSYLVANIA RED STREAK.** Called English Rambo, very large, green, dull red stripes, good fall variety.

### Early and Late Winter Varieties

**\*GRIMES GOLDEN.** Large round golden yellow, rich yellow meat, fine quality.

**\*JONATHAN.** Large round, oblong, deep solid red color, rich and juicy. One of the best quality apples for family orchard, and one of the top notchers for commercial profit. Brings premium price on all city markets.

**\*DELICIOUS.** Large round, slightly sheep nosed with knobs or uneven points on blossom ends. Red striped, good quality.

**\*ROME BEAUTY.** Large round flat shaped red striped covering yellow background, fine quality, bears young, blooms later than other varieties, escapes frosts and makes full crop when other varieties fail.

I went fishing in Colorado and while I was out there I went down in that big orchard country and I asked ten or fifteen of the biggest growers there what four apples made them the most money and you know nearly everyone put Rome Beauty first, and I believe all but one included it in the four varieties. It does well any place I ever saw it grow. This variety should be planted heavy, it is a big money maker.

**\*NORTHERN SPY.** Large bright red on yellow background, spicy, well known old variety.

**\*WINTER BANANA.** Very large light yellow with blush, resembles Maiden Blush only twice as large.

**\*\*WHITE W. PEARMAIN.** Oblong, greenish yellow, extra fine quality, bears heavy, money maker.

**\*BEN DAVIS.** Big red apple, poor quality, would not plant it myself.

**\*\*BLACK BEN DAVIS.** Large solid dark red, white meat, bears heavy, a money maker.

**\*\*STAYMAN WINESAP.** Averages larger than Black Ben, red striped over rich yellow background, sometimes almost solid red, rich yellow meat, juicy, if your eyes were shut you would think you were eating a fine winesap. This apple is a big money maker in commercial orchards, size and quality combined, bears young and heavy, do not fail to plant of this in every orchard, perhaps stands at the head of all apples for money making.

**\*SPITZENBURG.** Large dark red, very oblong, rich flavor.

**\*\*GANO.** Large bright solid red, white meat, one of the big money makers in commercial orchards.

**\*\*WINESAP.** Big red apple, a favorite with everybody, well known.

**\*M. B. TWIG.** Called improved Winesap, very large dark red, brings big money.

**\*\*ARKANSAS BLACK.** Round dark red, almost black, late keeper, showy market variety.

I put a star by some of the varieties I would recommend for family orchards and two stars for both family and Commercial orchards. Don't plant too many varieties for a Commercial orchard.

## Peach

Last year seven car loads of ripe peaches from Colorado was sold right here in our County at the rate of \$3.00 per bushel. Now you plant one hundred and twenty trees to the acre. They begin to bear in two years. The third and fourth year figure three bushels to the tree. That's reasonable because I picked five bushel from one tree right in my own yard when four years of age. Ten acres would yield 3600 bushel, just about ten times an average corn crop. Plant ten acres peaches now. Furnish your home market. No use giving railroad more freight alone than it costs to grow crop. Now isn't this a money making plan right where you live? Look at my prices. It don't cost much for ten acres.

### Planters Nursery Co., Prices on Peaches

	Each	10	100	1000
2 to 3 feet, .....	10c	\$ .80	\$ 6.00	\$ 45.00
3 to 4 feet, .....	12c	1.00	8.00	70.00
4 to 5 feet, .....	16c	1.50	11.00	95.00
5 to 6 feet, .....	18c	1.60	14.00	120.00

Season of ripening varies from ten days to two weeks, according to weather each season. I list varieties in order of ripening. All fine family orchards and local markets. I am just giving you the cream of varieties out of over a hundred that I have grown in my twenty years experience. Yes, peaches and cream, that's what this list is.

For big commercial orchards plant the varieties I have marked with a star.

### Varieties Ripening June 1st to August 1st

**ALEXANDER.** Best one of that early bunch to ripen first in the spring, red and white, half cling, looks fine.

**\*EARLY WONDER.**—Yes, for over twenty years I have considered early peaches just watery half ripe fruit, unfit for children to eat. This peach is a wonder. Fine quality,

QUALITY GUARANTEED. LIVE TREES INSURED BY SHORT ROUTE.  
PLANTERS COMPANY FOR YOU. HELP IT WIN.

# TEN MORE PLANTERS BY EACH OF YOU WOULD MAKE US 80,000 STRONG. VOLUME OF BUSINESS HELPS US SAVE YOU MONEY.

ripens even clear to the pit. Showy, luscious red, medium size, small pit, perfect free stone. White meat with red juice which colors the meat when full ripe. Brings highest market price.

Now bearing, words will not describe. Bears the second year and keeps at it. Fourteen year trees hardy and loaded down, ten bushel to the tree. Three bushel to the tree second year says an Oklahoma Fruit-Grower. Records like this from Massachusetts, New Mexico, Iowa and Maryland.

Price 4 to 5 feet.....	Each	10
Price 3 to 4 feet.....	50c	\$5.00
	40c	4.00

**TRIUMPH.** Plant this one, bears loaded, thin off three fourths of the fruit, balance loads the tree down, yellow like an orange clear through with bright red cheek, half cling.

**GREENSBORO.** White free stone, tastes like a real peach, bears heavy, hardy.

**MAMIE ROSS.** My mouth waters winter and summer for it. Big cream white with just a little red blush, half cling until dead ripe, comes off seed easy then, cannot eat it without honey juice dripping out of your mouth. Fine canned, bears loaded down, hardy. You get a crop of Mamie Ross when others are killed by winter weather, better than I can describe it.

**CARMAN.** White free stone, red cheeked, fine quality, hardy, so good that some Nurserymen call it Alton.

**CHAMPION.** Queen Bee of white free stone peaches, slight red blush, sugary sweet, nothing finer for quality, large, hardy, bears heavy. Always buy Champion in every plant.

**CRAWFORD'S EARLY.** Good yellow free stone with red cheek, buds little tender, not so hardy as some others.

## Varieties Ripening August 1st to October 1st

**BELLE OF GEORGIA.** I called it white Elberta. Big white free stone, red blush, very hardy, bears heavy, fine quality, good shipper, you just can't plant too many of this.

**ELBERTA.** A big yellow free stone. You all know it makes more money in commercial orchards than any other one peach, good quality, bears well and can be shipped clear across the country. Plant one-half to three-fourths of your orchard to this variety for commercial selling.

**CHINESE CLING.** Call it White Elberta Cling with red blush. Not only beautiful but sweet, fine quality, sells at highest price, one of the hardy ones.

**MOUNTAIN ROSE.** Almost round, white free stone, bright red cheek, good quality, favorite for canning.

**CRAWFORD'S LATE.** Big golden yellow, free stone, dark red cheek, best of quality, old favorite peach.

**CAPT. EDE.** Big yellow showy free stone peach, fine quality. Good commercial peach to follow Elberta ten days later.

**STUMP.** Very large pure white free stone, rots badly, other varieties are safer to plant, quality is fine.

**WONDERFUL.** Large yellow freestone, good on account of being late, and peaches like this are scarce.

**HEATH CLING.** Big white cling, almost as large as a teacup, old variety well known, everybody likes it.

**SALWAY.** A round yellow free stone, ripening about October 1st, good on account of late season. Bears heavy.

**BLOOD CLING.** Blood red, skin and meat clear to seed, called old Indian peach. Women like it for sweet pickling.

**HENRIETTA CLING.** Very large yellow cling with red cheek, October, solid, looks like yellow baseballs, often hangs on tree after foliage drops, bears heavy.

What five varieties would I plant first? Mamie Ross, Champion, Belle of Georgia, Elberta, and Crawford's Late.

But I would want some other varieties to fill out the season, like Triumph, Carman, Chinese Cling and Heath's Cling. Yes I would want some late yellow peaches, too like Salway, Wonderful and Henrietta Cling.

## Crab Apple

Same prices as other apples.

**WHITNEY.** Early large red striped, mild, good eating, about half crab.

**TRANSCENDENT.** Medium size, light yellow striped red, favorite variety.

**FLORENCE.** Medium to large size, red with yellow background, bears young, very heavy, fine quality, one of the best.

## Plum

This is about the easiest and quickest fruit you can grow. Japanese plums are big, rich, sweet and spicy like peaches. Bear the second year. Take the five varieties I mark with a star.

	Each	10	100	1000
2 to 3 feet.....	18c	\$1.45	\$12.00	\$100.00
3 to 4 feet.....	22c	2.00	17.00	140.00
4 to 5 feet.....	27c	2.20	19.00	160.00

## Plum Varieties

In Order of Ripening, June 1st to August 20th

**RED JUNE.** Bright red, yellow meat, rich, sweet and juicy, like a peach.

**WILD GOOSE.** Bright red, yellow meat, tastes sweet when ripe off tree but awfully sour when cooked. An ideal variety, plant a few in each orchard.

**ABUNDANCE.** Larger than goose plum, greenish yellow covered with dull red, sugary sweet juice like honey, bears loaded down second year bears itself to death sometimes by tenth year. But it does more work than some do in forty years.

**BURBANK.** Sprawling tree, made that way so as limbs can lay down to the ground with the loads of fruit just like an umbrella, bears fruit from one end of limb to other like Gooseberries, large red and yellow, yellow meat, best plum that grows, bears young and heavy, fruit keeps for long shipments.

**GOLD.** Golden yellow a touch of red, solid, a little of the plum berry flavor, bears loaded down, hardy every place, sold by lots of Nurserymen for One Dollar per tree. Look at my prices.

**SATSUMA.** Large, blood red color, skin, juice and meat. Every woman wants them for preserving, fine quality too.

**WICKSON.** Late Japanese plum, gets killed sometimes with spring frost. Begins bearing second year, big as peaches, seven inches around. Deep wine red color.

**BLUE DAMSON.** Little Blue Damson, good quality, ripens late, slow about bearing, sometimes waits seven or eight years.

## Apricot

Get the right varieties. Grow and bear wherever peaches do well. Grow on rocky points and hills. Saw a fine orchard on rocky hill where ground could not be plowed.

	Each	10	100	1000
2 to 3 feet.....	15c	\$1.40	\$13.00	\$110.00
3 to 4 feet.....	20c	1.80	16.00	140.00
4 to 5 feet.....	23c	2.10	19.00	170.00

Now look at Apricot prices. Less than half other company prices. I made these cheap a purpose. I want you to plant some now. You can make rock hill land pay more money than bottom Alfalfa land.

## Apricot Varieties

Russian Apricots are generally seedlings. Early Golden is too little and too easy killed with frost.

QUALITY FIRST. YOU ARE YOUR OWN JUDGE. READ GUARANTEE.  
VOLUME NEXT. HELP US GET IT.



# HOW WILL WE GET 80,000 PLANTERS THIS YEAR? \$5.00 IN CASH FOR BEST LETTER TELLING HOW

**MOORPARK.** Large flat, old gold color with red cheek, perfect free stone, sweet and rich, one of the very best.

**ROYAL.** Light golden yellow. Perfect free stone, later than Moorpark. The above two varieties of Apricot are all I recommend.

## Pears

"I don't know the difference between a Standard and Dwarf pear," a fellow said to me. "Lots of people don't," said I.

If a pear is grafted or budded on pear seedlings it makes a big natural tree. That is a standard. If the same pear is budded or grafted on quince seedlings, that makes a dwarf tree, because the quince is a bush or dwarf tree.

Some varieties bear good in either standard or dwarf. Some best just in one. Of course Standard trees bear lots the most pears. Dwarf trees bear quick. They are good for yards.

### Prices on Keiffer and Garber Standard Pears

	Each	10	100	1000
One year, 2 to 3 feet,.....	15c	\$1.30	\$12.00	\$100.00
One year, 3 to 4 feet,.....	20c	1.80	17.00	150.00
One year, 4 to 5 feet,.....	25c	2.40	23.00	180.00
Two year, 5 to 6 feet,.....	30c	2.90	28.00	200.00

**KEIFFER.** Thirty two-year-old trees, borne every year since they were three years old, except two, right here in



Keiffer Pears Loaded Every Year

a fine big yellow pear, splendid for canning, preserving and big commercial money makers.

**GARBER.** About the same quality pear as Keiffer, except smaller, just as hardy a tree, bears well, plant five to ten per cent of them with Keiffer.

### Standard Pears, Other Varieties

	Each	10	100	1000
One year, 2 to 3 feet,.....	20c	\$1.80	\$15.00	\$120.00
One year, 3 to 5 feet,.....	25c	2.00	18.00	150.00
Two year, 5 to 6 feet,.....	30c	2.50	22.00	190.00

Now I don't give prices on small two year Standard pears, because one year are the best in small trees.

**CLAPP'S FAVORITE.** Fine sweet sugary, luscious summer pear.

**SECKLE.** A small sweet pear, known as sugar pear.

**BARTLETT.** Old favorite variety on account of fine quality.

**BURRER DANJOU.** Big, fine quality pear, like Bartlett, ripening a little later.

## Dwarf Pears

	Each	10	100	1000
2 to 3 feet, .....	22c	\$2.00	\$18.00	\$150.00
3 to 4 feet, .....	25c	2.30	21.00	180.00
4 to 5 feet, .....	30c	2.70	25.00	220.00

**BUCKEES.** I called it a big dumpy heavy set pear, weighs a pound. Does best as a dwarf. Fair quality.

**BARTLETT AND SECKLE.** We can also furnish budded as dwarf trees.

## Cherries

Budded French Cherry roots to keep trees from sprouting. See my prices on one year cherry trees. That's the kind of trees to plant, older cherry trees don't do so well.

	Each	10	100
One year, 2 to 3 feet,.....	20c	\$1.80	\$16.00
One year, 3 to 4 feet,.....	30c	2.80	26.00
One year, 4 to 5 feet,.....	35c	3.50	30.00

**EARLY RICHMOND.** Bright rich red early cherry, one of the best.

**MONTMORENCY.** Large red cherry of the Richmond type, ripening about ten days later.

**ENGLISH MORELLO.** Large black red cherry Trees, short lived, not so hardy as others.

**WRAGG.** Improved English Morello. Same type fruit, trees hardier and better. Bears heavy.

**COMPASS CHERRY.**—Seed like a plum; flavor of a cherry. Should be called Cherry Plum. Fruit purplish red, almost one inch in diameter. Bears fruit the second year, sometimes first year. Blooms late, missing frost. Hardest fruit can plant. Stands drought. Grows on all kinds of soils.

	Each	10
Price 4 to 5 feet,.....	35c	\$3.30
Price 3 to 4 feet,.....	30c	2.70

## Grape

Grow easy. Bear quick. Doctors give sweet grape juice to sick people. Why not eat grapes and not have a doctor.

Big opening to make money planting grape now. Been neglected. Boys or girls get an acre of ground from your folks. Plant five hundred and twenty vines on it. You can raise ten to twenty pounds to the vine easy. Look what you can make an acre. Aren't they shipping in grape from New York right where you live.

Notice this photograph. It shows my small-size grape vines. Look at the fine roots, then read my prices on this size vines.



**TREES MAKE HOMES. FRUIT SAVES DOCTOR BILLS. ONE ACRE ORCHARD  
ADDS MORE VALUE TO A FARM THAN \$1000 HOUSE.**

# GIVE THE BOYS AND GIRLS A SMALL PIECE OF GROUND TO GROW FRUIT AND MAKE MONEY.

## Prices on Two Sizes of Grape

Heavy Grape Vines for people who want big vines					Small Size Vines Like Picture—plant these				
Each	25	100	1000		Each	25	100	1000	
Concord, 8c	\$1.00	\$4.00	\$30.00		5c	\$.75	\$2.00	\$20.00	
Moore's Early, 12c	1.50	6.00	45.00		8c	1.00	4.00	30.00	
Worden, 12c	1.50	6.00	45.00		8c	1.00	4.00	30.00	
Niagara, 12c	1.50	6.00	45.00		8c	1.00	4.00	30.00	
Agawam, 12c	1.50	6.00	45.00		8c	1.00	4.00	30.00	
Delaware, 12c	1.50	6.00	45.00		8c	1.00	4.00	30.00	
Diamond, 12c	1.50	6.00	45.00		8c	1.00	4.00	30.00	
Cp's Early, 18c	3.00	10.00			12c	2.00	8.00		

## Varieties

**MOORE'S EARLY.** Big black grape, compact clusters ripens early.  
**CAMPBELL'S EARLY.** Big black early grape, new variety.  
**WORDEN.** Resembles Concord, ripens a week earlier, sweeter, finer quality, thin skinned.  
**CONCORD.** Black well known variety, hardy, good quality, big cropper, firm skinned, ships well.  
**DIAMOND.** Very fine quality, hardy, white grape.  
**NIAGARA.** Ought to be called white Concord on account of the hardness and fine quality.

## Blackberries and Dewberries

**Early Harvest and Kenoyer,** Early varieties that are best.  
**Mercercau and Ward,** Late varieties that are best.  
**Lauretia,** Best Dewberry.

	Each	25	100	1000
First Class Plants.....	10c	\$1.00	\$3.00	\$20.00

## One Acre Yields \$350

I have been growing blackberries in this section for 17 years and my crops have averaged from \$200 to \$350 per acre each year. My patch is growing on dark, sandy loam, located three miles southeast of Arkansas City. My 1914 crop from 1 acre sold for \$350. In 1915, ½ acre of Early Harvest yielded 100 crates sold for \$200.—Harry Wallace.

## \$230 an Acre Fifteen Months After Planting

In April 1913 I planted 1-3 acre of blackberry. July 1915 I sold 32 crates at \$2.25 and \$2.50 a crate.—J. C. Mohler, Arkansas City.

## Raspberries

**Red Raspberries** not very hardy for the West. **Best Blackcaps,** marked with star, bear double standard varieties.

	Each	25	100	1000
Cardinal, best purple, .....	5c	\$.50	\$2.00	\$15.00
Anthony, standard red, .....	5c	.50	2.00	15.00
St. Regis, Red Everbearing, .....	15c	2.00	5.00	25.00
*Cumberland, large blackcap, .....	5c	.75	2.10	15.00
Kansas, standard blackcap, .....	5c	.60	2.00	15.00
*Plum Parker, big blackcap, fine quality, .....	5c	1.00	3.00	20.00

## Strawberries

Sold for spring delivery only. Write for Planters Co. prices direct to planters.

## Gooseberries

	Each	25	100	1000
Houghton, Old standard, .....	10c	\$1.50	\$6.00	\$50.00
Lanning, Large oblong berry, .....	12c	2.00	8.00	70.00
Champion, Promising new variety, bears heavy, .....	12c	2.00	8.00	70.00

## Currants

Don't do well in hot climates.

	Each	25	100
Pomona, Favorite red, .....	10c	\$1.50	\$6.00
Red Dutch, Old standard variety, .....	10c	1.50	6.00
White Dutch, Best white variety, .....	10c	1.50	6.00
Perfection, New red variety, .....	20c	3.00	12.00

## Horse Radish

New variety, grows big as your arm first year, mild and better flavor. It's great, you'll like it.

	10	100	1000
Maliner-Kren, 3 to 4 inch sets, .....	20c	\$1.75	\$15.00

## Rhubarb

I grow it by the hundred thousand. Best variety of all. Linnaeus, big kind. Plant two year divided or whole root for quick results.

	Each	10c	100	1000
One year whole roots, .....	5c	40c	\$3.00	\$20.00
Two year divided roots, .....	5c	50c	3.50	25.00
Two year whole roots, .....	7c	60c	4.50	30.00

## Asparagus

	10	100	1000
Conover's Colossal, Best of all varieties, big fine plants, .....	10c	65c	\$6.00

## Forest Tree Seedlings

	Per 100	Per 1000
Russian Mulberry, 8 to 12 inch, .....	.25	2.00
Russian Mulberry, 12 to 18 inch, .....	.35	3.00
Russian Mulberry, 18 to 24 inch, .....	.50	4.50
Russian Mulberry, 2 to 3 feet, .....	1.20	10.00
Catalpa Speciosa, 8 to 12 inch, .....	.25	1.70
Catalpa Speciosa, 12 to 18 inch, .....	.40	2.70
Catalpa Speciosa, 18 to 24 inch, .....	.50	3.70
Catalpa Speciosa, 2 to 3 feet, .....	1.00	7.00

**RUSSIAN MULBERRY.** Good for windbreaks for orchards and feed lots. Fruit feeds birds and saves cherries. Makes good posts. Good pasture shade. Grows quick, stands dry weather.

**SPECIOSA CATALPA.** Big tall valuable tree. Common Catalpa a scrub, worthless. Lots of people fooled in this tree. Got the wrong kind scrubs. Didn't buy 'em straight from grower. Our seed is pure.

We got it straight from the man who introduced this tree. Speciosa Catalpa makes posts quick. Lasts in ground seventy years. Makes railroad ties that outlast oak five times. Fine lumber, better furniture wood than oak. United States government printed over fifty bulletins on this valuable tree. Makes \$500 an acre in eight years. We saw an affidavit from a German who put out ten acres. It did it for him. Grows on overflow land, where crops drown out. Plant trees three or four feet by eight. Takes fourteen hundred to eighteen hundred to the acre. We made low price to show you they would make money for you.

**BLACK LOCUST.** We don't recommend them. Borers eat them up.

## Shade and Ornamental Trees

Groves and shade for the year, makes a house home-like. Your wife is there all day. Don't forget shade this spring. You don't need to at our prices.

**BOYS AND GIRLS—AN ACRE OF BLACKBERRIES WILL  
SEND YOU THROUGH COLLEGE.**



# THE PLANTERS NURSERY COMPANY

WINFIELD, KANSAS

<p>WE GUARANTEE your money's worth or your money back. We take all the risk of pleasing you. If you don't find the stock exactly as we say; if you are not more than pleased, send it back and get your money.</p> <p><i>You are to be the judge.</i></p>	<p>REMEMBER, Planters Nursery trees are shipped <i>fresh straight to you</i>. You get the best trees that can be grown, and besides that, you keep half or more of the money right in your pocket. Don't pay four-profit prices when you can get Planters Nursery trees guaranteed equal to the best, and better than the most.</p>
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# WET OR OVERFLOW BOTTOM LAND NOT WASTED WILL PAY BIG MONEY PLANTED TO CATALPA SPECIOSA.

## One Profit Prices on Shade Trees

**Speciosa Catalpa**, already described.  
**Maple**, Silver or soft, best and hardest of all Maple for western planting.

**Mulberry, Russian**. For description see seedlings.

	Each	10	100
3 to 4 feet, .....	8c	\$ .70	\$ 5.00
4 to 5 feet, .....	10c	.80	7.00
5 to 6 feet, .....	15c	1.20	10.00

**Elm, American White**,—Big wide spreading head, one of the best.

**Locust, Black**,—Grows quick, had for bores, Plant Poplar instead.

	Each	10	100
3 to 4 feet, .....	6c	\$ .50	\$ 3.50
4 to 5 feet, .....	8c	.70	6.00
5 to 6 feet, .....	12c	1.10	10.00
6 to 8 feet, .....	25c	2.20	19.00

**POPLAR CAROLINA**. Grows quick, round, spreading head, dense foliage. Best of all, quick shade.

**POPLAR NORWAY**. Called "Sudden Saw Log." Grows so fast. Resembles Carolina Poplar, Plant for quick shade. Hardy.

	Each	10	100
3 to 4 feet, one year .....	5c	\$ .40	\$ 3.00
4 to 5 feet, one year .....	7c	.60	5.00
5 to 6 feet, one year .....	10c	.80	7.00
6 to 8 feet, one year .....	15c	1.30	12.00

**POPLAR SILVER**. Silvery white, bark and leaves, beautiful winter and summer, spreading, hardy everywhere.

	Each	10	100
4 to 5 feet, two year .....	10c	\$ .90	\$ 8.00
6 to 8 feet, two year .....	25c	2.20	19.00

## Hedges and Ornamental Clumps

	Each	10c	100	1000
Osage Hedge, 12 to 18 inch .....			\$ .25	\$ 2.25
California Privet, 12 to 18 inch .....	30c	2.50	20.00	
Russian Mulberry, 12 to 18 inch .....	10c	.50	2.50	
Russian Olive, 8 to 12 inch .....		1.50	12.00	

## Ornamental Shrubs

### Prices and Shrubs and Vines

	Each	Ten of one variety
Strong Rooted, two years .....	25c	\$2.00

**ALTHEA, ROSE OF SHARON**. Double varieties, like roses, hardy, blooms all summer in hottest weather.

Double Pink. Beautiful, one of the best.

" Red. Best named red variety.

" White. Pure white, very double, fine.

" White with red center. Very showy, don't miss it.

**BARBERRY JAPANESE**. Grows 2 to 4 feet high, beautiful foliage Covered with bright red berries in winter.  
**FLOWERING QUINCE**. Bright scarlet red, first to bloom in spring.

**HYDRANGEA, P. G.** Big single bunches of white flowers. Beautiful.

**MOCK ORANGE**. Sweet scented, white with yellow center. Hardy.

**SPIREA, VAN HOUTTEI**. Drooping bush, covered with white flowers, like loaded down with snow. Hardy, don't miss it.

**LILAC**. Purple, old well known variety.

**SNOWBALL**. Big white balls, early spring.

**RUSSIAN OLIVE**. Silver Color Leaf, yellow bloom, grows 16 feet high, beautiful, fine to cover up and shut out barns and ugly sights. Plant in bunches 3 to 4 feet apart.

## Climbing Vines

**HONEY SUCKLE**. Hall's sweet scented, best white and cream colored.

**IVY BOSTON**. For stone walls or arbors, turns red in winter.

**CLEMATIS, P. G.** Small white flower, sweet-scented, blooms all summer.

**WISTARIA**. Purple like bunches of grapes, hardy, one of the best.

## Roses

Note we sell strong two year roses, field grown, tops twelve to eighteen inches. The kind that grows.

	Each	Ten of one variety
Strong, two year plants .....	35c	\$3.00

**BALTIMORE BELLE**. Old variety, white climbing rose.  
**EACELSA**. New bright red climbing rose, leads all for beauty. Beats crimson rambler.

**DOROTHY PERKINS**. Sweet scented. Lovely double pink. Loaded down with blooms, lasts longer than others. Queen of all climbers.

**FRAU KARL DRUSCHKI**. Biggest and most beautiful white rose grown, perfectly hardy. Hybrid P.

**GENERAL JACQUEMINOT**. Dark red, the first favorite of more women than any other red rose, very hardy. Hybrid P.

**PAUL NEYRON**. Large Pink or Rose color. My favorite so large, looks almost like a peony, fine bloomer, Hybrid P.

We just listed a few of the very best. Order by color if you want a larger collection and want us to select best varieties. Climbing roses are not ever bloomers. Roses marked Hybrid P. are called ever-bloomers. They bloom most in spring and fall. They are hardy. Tea roses bloom more but are not hardy.

## SPECIAL PARCEL POST OFFERS

### Parcel Post Postage Prepaid

Below we offer special lots consisting of the best varieties of trees and plants that are grown in our nursery. All these collections are delivered to you at your door, thus saving you a trip to town for a few dollars worth of trees. These are of a smaller grade than the orchard trees so as to meet the U. S. mailing requirements. Guaranteed to give satisfaction and to arrive in perfect condition. When ordering order by number.

#### Parcel Post Size Trees.

**NO. 1.—FRUIT TREE COLLECTION.**  
2 Liveland, 2 Belle of Georgia, 1 Early Richmond, 2 Wealthy, 2 Mamie Ross, 1 Burbank, 1 Bartlett Pear. Delivered to you by Parcel Post Prepaid for \$1.37.

**NO. 2.—APPLE COLLECTION.**  
3 Jonathan, 2 Gano, 3 Winesap, 2 Grimes Golden. By Parcel Post, Prepaid, Only 78 Cents.

**NO. 3.—PEACH COLLECTION.**  
3 Belle of Georgia, 2 Champion, 2 Crawford Late, 1 Capt.

Ede, 2 Heath Cling, 7 Mamie Ross. By Parcel Post Prepaid, for \$1.13.

**NO. 4.—APPLE AND PEACH COLLECTION.**  
2 Winesap, 1 Wealthy, 2 Champion, 3 Belle of Georgia, 1 Jonathan, 3 Stayman, 1 Heath Cling, 1 Capt. Ede. Parcel Post Prepaid, \$1.43.

**NO. 5.—PLUM COLLECTION.**  
3 Burbank, 2 Abundance, 3 Satsuma, 2 Wickson. By Parcel Post Prepaid, only \$1.48.

MY NEW PEACH "EARLY WONDER" BEARS SECOND YEAR.  
READ MONEY BACK OFFER.



#### NO. 6.—PEAR COLLECTION.

6 Keiffer, 4 Garber.  
By Parcel Post Prepaid, \$1.37.

#### NO. 7.—SMALL FRUIT COLLECTION.

25 Cuthbert Raspberry .....	\$ .75
25 Mercereau Blackberry .....	1.00
10 Concord Grapes, 2 year.....	.80
10 Worden Grapes, 2 year.....	.80
10 Houghton Gooseberry.....	1.20

Catalogue Price .....\$4.55  
Our Special Parcel Post offer, all first class, delivered to you, \$3.97.

#### NO. 8.

25 Worden, Big Black Grape \$1.50; 10 Niagara, White

Concord \$1.50; 10 St. Regis Red Everbearing Raspberry \$1.50.  
10 Mercereau Blackberry, \$1.00. Catalogue Price \$5.50.  
Special price delivered to you by Parcel Post Prepaid, only \$4.94.

#### NO. 9.

100 Mercereau Blackberries and 50 Concord Grapes by Parcel Post Prepaid, only \$4.53.

#### NO. 10.

15 Concord Grapes by Parcel Post Prepaid only 63 cents.

#### NO. 11.

20 Asparagus and 10 Rhubarb, 2 year roots, by Parcel Post Prepaid, only 61 cents.

#### NO. 12.

Four hardy flowering shrubs by Parcel Post Prepaid, only 97 cents. 1 Althea, 1 Snowball, 1 Lilac, and 1 Spirea.

#### LIKES THE NEW WAY.

Received your advertising sheet and will say that I won't set any more trees this spring but I and several neighbors will favor you with an order this fall and in regard to the trees you sent me they were first class in every way. I have got trees from other nurseries and paid three and four times as much for them that was not half as good. You are the first fruit tree man that I ever dealt with that didn't skin me. As ever, J. J. Bond, Columbus, Kansas.

#### OLD WAY AND PLANTER'S NURSERY WAY.

Am certainly mighty well pleased with the trees you sent me. I didn't receive a scrub in the bunch. I bought trees of the ——— Nursery of ——— Kansas, last spring and about half were dead when I received them and they wrote me they would replace them for half but I could buy from you cheaper than that. I will recommend you to all. Clyde Dickerson, Blackwell, Oklahoma.

## Planters Nursery Way of Selling Straight To You

**READ BEFORE ORDERING.** About Prices, Freight and How to Order.

**PRICES.** "Kind of trees means apple, peach, or plum, etc. "Variety" means name of each different one of a kind: as kind of fruit, peach, variety, Elberta.

Varieties are tied ten in a bunch. Order that way for lowest prices.

Each price for less than 10 of a single variety:

10 price for less than 50 if 10 of a variety.

100 price on 50 or more of a kind if 10 of a variety.

1000 price for 300 or more of a kind if 10 of a variety.

**FREIGHT OR EXPRESS.** Railroads run out of here ten different directions like wagon spokes. Makes quick and cheap freight every direction. Special cheap express rates on Nursery stock. Prices quoted are for stock packed free on board cars at Winfield.

The way to give you lowest cash prices. Don't let any one fool you about amount of freight charges. It is a small item. Add ten per cent to orders of \$10 or more and we will pay freight charges. That makes us safe any distance, but you will save more money on our f. o. b. Winfield price.

**FREE PACKING.** I make no charge for packing trees fresh in paper lined box or small orders in special protected boxes. Packed this way sent straight to you they grow.

**CERTIFICATE BY STATE ENTOMOLOGIST.** Every shipment sent out under printed certificate showing our stock found clean and healthy by examination.

**CONDITION GUARANTEED.** We guarantee all orders to arrive in good condition. Any orders lost or damaged in transit will be re-filled at once by us free of charge.

**GUARANTEED.** We guarantee every article to be exactly as represented or else will return your purchase money and pay freight both ways. Yes, that means trees true to name. It means that in case of an error and any trees prove not true to name you would get your purchase price plus freight returned to you in cash. But trees sold straight from us to you do not get mixed like four-profit-plan trees.

**REFERENCE.** You can write the First National Bank, the Cowley County National Bank, or any business man of this town about The Planters Nursery Company and trees.

**HOW TO ORDER.** Write out your order on enclosed blank. Be sure to fill it out and write your name and Post Office plain. If you lose blank send order on any paper.

Send money handiest way. Check is all right. Make it payable to The Planters Nursery Company.

**TERMS.** Cash before shipment is our rule. It cuts out extra expense of bookkeeping, collecting and you paying for the other fellows stuff. If you want to you can send one fourth cash with order then we will hold stock for you and you can send balance when your order is shipped or pay it on delivery of stock.

## MONEY DEPOSIT OFFER

Money with order, saves bookkeeping, time and loss and helps us to keep dollars in your pocket. But if you want to see your trees first and make us safe, you can do so by attaching this coupon to your order. Note—5 per cent discount not allowed on this offer.

(Name) ..... has deposited \$.....

in this bank to be forwarded to you by us after he has received his nursery stock ordered from you, which it is agreed must be satisfactory to him.

Signature of Bank .....

NOTE—Direct your bank to forward money to us after you have unpacked and examined your trees. If not perfectly satisfied, notify us at once.

## PLANTERS NURSERY CO.

George C. Mitchell, Manager

WINFIELD, KANSAS.